

Global Strategies Trading, LLC

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Corporate Headquarters

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TRADE MISSION TO CZECH AND POLAND REPUBLICS

March 20 – March 30, 2004

Working Together to Create and Expand New Trade

Supporting California's Economy

Global Strategies Trading, LLC (GS) is committed to increasing California exports by finding new markets for California companies. Market expansion ensures an ongoing export stream, increases revenue flows for businesses, and leads to the creation of new jobs, as well as a revenue base for cities, counties, and the state as a whole.

Integrated Efforts

Global Strategies Trading, LLC has formed a partnership with the *Los Angeles Economic Development Corporation* (LAEDC) and the *World Trade Center Association of Los Angeles – Long Beach* (WTCA-LA/LB) in serving California by realizing and pursuing opportunities in new markets. The GS/LAEDC/WTCA partnership has the full support of the United States Department of Commerce, as well as select chambers of commerce, ports, trade organizations and commercial associations in LA County, the Republic of Poland, the Czech Republic, as well as public officials.

HISTORY

Experience you can trust

1995: *Global Strategies Holdings, Inc.*, was created by Gregory A. Estevane, J.D., when his legal profession took him to China. Realizing that the Chinese market held unrealized opportunities, GS spent 5 years in Mainland China, Tianjin, Beijing, Shanghai, Zhuhai and Harbin representing U.S. corporations on various international trade and joint venture projects.

2000: *Global Strategies Trading, LLC* began as an extension of the original company after Estevane was invited to speak at a legal conference in Cuba. Realizing similar possibilities and circumstances as China, Estevane pursued and obtained the licensing requirements to do trade in Cuba under the Trade Sanctions Reform Act of 2000. After two years of study and analysis of the Cuban market and building the necessary contacts, Estevane formed a new team to embark upon trade with Cuba.

2002: GS represented *City Sea Foods (CSF)* of Los Angeles at the first U.S. Food & Agribusiness Expo in Havana. Out of more than 240 companies in attendance, GS & CSF obtained one of 40 contracts totaling over \$90 million. **GS & CSF made history by being the first to ship seafood from the U.S. to Cuba.**

2003: GS entered into an exclusive relationship with the LAEDC and WTCA-LA/LB and moved its headquarters to the Los Angeles World Trade Center office, for the purpose of an LA countywide initiative to vastly increase California exports in new and emerging markets. The partnership's first success came in August when **Cuba awarded a \$10,000,000 trade pact during the first WTCA & GS trade mission.**

Dec 2003: GS was honored as **Exporter of the Year** by the Mayor of Los Angeles. President Gregory Estevane, J.D. returns from Germany, Czech Republic, Republic of Poland and Vilnius, Lithuania having successfully met with government ministries and industry leaders returning with highly critical real deals to match with US companies. Chief Legal Officer Mark Lee, returns from China and Malaysia on a similarly successful planning trip.

Trade Mission Protocol and Procedures

Step 1

Global Strategies will provide each client (or potential client) with individual feedback from Poland and/or Czech Republic Businesses or Government regarding potential deals. In order to allow us to provide you with the best possible service, we ask you to submit the following as pre-registration.

Please send a one or two page document by email to Mark Lee, Member: mark@gshi.com or via fax at 213-680-1878

There is no cost to pre-register, documents should be received as soon as possible to avoid delays and to get the most expeditious response from our Polish and Czech counterparts.

Include all of the following information:

Company name and address
Contact info of participant(s) including phone, fax, and email
Company website
Brief company history
Investment range
Product overview and *general* import/export price range
Any questions you would like to ask the foreign buyers regarding your product potential

As soon as we receive your pre-registration document we will submit to the applicable party, and you will receive feedback as soon as we do.

Step 2

Potential participants work with Global Strategies to **negotiate** trade contracts. Please contact Mark Lee at: 619-251-6275 or mark@gshi.com

Step 3

Contact Greg Estevane, President, greg@gshi.com, 213-680-1888 for questions regarding the Polish and Czech Republic markets, including laws and regulations, your company's and product potential in the market, applicable protocol, and shipping methods.

Step 4

Registration: Companies wishing to participate **must fill out the attached registration form** from the Company and payment **must** be received 4 weeks in advance. Only companies who have completed steps 1-3 are eligible, and payment must be received by check or wire transfer, we regret to inform that we cannot accept payment by credit card.

Poland/Czech Republic Trade Mission

Hosted by

Global Strategies Trading, L.L.C., Los Angeles Economic Development Corporation, World Trade Center Association of Los Angeles-Long Beach, Republic of Poland, Czech Republic

March 20 –30 2004

Apparel/Fashion, IT, Manufacturing, Construction, Medical Supplies, Foods, Spirits, Travel, Bio Tech, Banking and Finance, Hollywood Studios

Join us on a HISTORIC 10 day trade mission to Poland and the Czech Republic and learn about numerous business opportunities; meet with applicable Polish and Czech businesses and government officials; conduct industry tours and market analysis first-hand. Trade missions are inclusive trips, all details and arrangements handled by *Global Strategies Trading, L.L.C.*

Trade Mission Price: approx: \$ 3,850 (depending on flights, upgrades, etc.)

Includes the following:

- Round-trip air from Los Angeles International Airport
- 7 nights accommodations at top class hotels, executive suites, breakfast included
- Airport transfer
- Ground transportation to planned activities and meetings
- Dinner and entertainment nightly
- Company - introductions to foreign buyers prior to the mission
- Pre-negotiations for products
- Complete business itinerary and accommodations for show, meetings, and negotiations
- Assistance in contract negotiations
- Post-trade mission assistance with finalizing contracts, payment of goods, and shipping
- All arrangements

* Airport tax, overweight baggage fees, and additional entertainment or cultural excursions not included.

Please see Appendix II for additional information on the Polish and Czech Republic markets

Appendix I

REGISTRATION FORM

Please complete a separate registration form for each person.

Registration: Half payment required **four weeks prior to departure**. Full payment required **two weeks prior to departure**.

Contact: Greg Estevane, J.D., President GS
Mark Lee, MBA: Esq., Chief Legal Officer GS

Email: greg@gshi.com
mark@gshi.com

Phone: (213)-680-1888

Fax: (213) 680-1878

FAX OR MAIL COMPLETED REGISTRATION FORM TO:

Global Strategies Trading / WTCA
350 South Figueroa, Suite 172, Los Angeles, CA 90071
(213) 680-1878 - Fax

Trade Mission Date: March 20 to March 30, 2004 Prague-Czech and Warsaw-Poland

Name:

Title:

Company:

Address:

City/State/Zip:

Tel/Fax:

Email:

Special Preferences:

You may pay by wire transfer (please ask for wire information), check or money order made payable to:

Global Strategies Trading, LLC

Reference: March 20, 2004 Czech, Poland Trade Mission

TERMS AND CONDITIONS

Registration price: \$3,850 per person. Final non-refundable balance is due **two weeks prior to Trade Mission departure date**. Trade mission participants are strongly encouraged to purchase travel insurance by any reputable company.

All arrangements are subject to change without notice. GS, WTCA-LA/LB and LAEDC act solely as selling agents for suppliers and/or their agents act only in the capacity as agents for the participation in all matters concerning hotel accommodations and transportation, whether by air, bus, motor car, or by any other means, and as agents, hold themselves free from responsibility for any damage, harm or loss occasioned from any cause whatsoever.

GS, WTCA-LA/LB, LAEDC and their agents will not be responsible for damage, expense or inconvenience caused by late buses or planes, changes in departures or schedules, strikes or any other condition, nor will they be responsible for the loss of or damage to baggage or any of the participant's belongings. All prices quoted are based upon the current exchange rate of the US dollar, tariffs and costs, effective seven days prior to Mission departure. Prices, taxes, and schedules are subject to change.

Signature Authorizing Terms & Payment

Print Name: _____

Company: _____

Title: _____

Date of Signing: _____

Appendix II

Republic of Poland



Poland has steadfastly pursued a policy of liberalizing the economy and today stands out as one of the most successful economies in the Central European region. GDP growth has been strong and steady since 1992 - the best performance in the region. The country is quite strategically located being surrounded by seven other countries, two of which are economic powers in the region (Germany & Russia). The capital and largest city is Warsaw, with a population of 1.6 million. Warsaw is the center of government and finance, making it the natural choice for a trade mission. Poland is the largest market in Central Europe with a population of around 40 million. Polish society as a whole remains committed to improving Poland's macroeconomic fundamentals and further reducing the role that the state plays in the economy. All of Poland's post-1989 governments (from across the political spectrum) have pursued economic reforms and generally sound fiscal and debt policies. Poland continues to liberalize its trade, foreign exchange, and investment policies in accordance with its obligations to the EU, the World Trade Organization (WTO), and the Organization for Economic Cooperation and Development (OECD). Poland's banking sector is one of the healthier in the region, and its growth potential, being based in the largest economy in the area, is a major attraction to foreign investors. Its main characteristic is the overwhelming participation by foreign financial institutions, which control a high 70% of banking assets. Poland will become a member of EU on May 1, 2004. Poland has traditionally been overlooked in favor of Eastern Europe as the trading partner. Yet, Poland offers many incredible opportunities for trade. The country itself has the same GDP as the Czech Republic, Slovakia, Hungary, Bulgaria and the Baltic republics combined. The Poles encourage and anticipate American investment.

Czech Republic



The Czech Republic is committed to a free market and maintains a generally open economy, with few barriers to trade and investment. The market is fairly large with a population of around 11 million. Prague is the country's center for government and finance, and the natural choice for a trade mission. U.S.-Czech relations are excellent and reflect strong historical ties. The U.S. and the Czech Republic cooperate on a wide range of regional and global issues. The Czech Republic is an associate member of the European Union and is expected to enter the EU as a full member on May 1, 2004. Since the Velvet Revolution in 1989, the Czech Republic has transformed itself into a western-oriented market economy with more than 80 percent of enterprises in private hands. The Czech Republic has adopted a tariff code with an average tariff rate of 4.6 percent. In addition, the Czech Republic has an association agreement with the European Union as part of its EU accession process, and has eliminated tariffs on nearly all industrial products under the agreement. The Czech Republic adheres to WTO rules on customs valuation and therefore applies the same rules of customs valuation used by U.S. Customs for imports into the United States. Customs valuation is based on information provided by the exporter on the commercial invoice. In view of its status as a member of the WTO, the Czech Republic applies no special import provisions. U.S. firms will be able to choose between a number of foreign banks and large local banks offering highly professional service. Foreign and large domestic banks (such as Komerční and CSOB) offer corporate checking accounts and debit cards; transfers between major U.S. and Czech banks usually take less than a week. Some Czech commercial banks offer brokerage, investment advisory and underwriting services.

Investment opportunities in the Czech Republic

The very open investment climate in the Czech Republic is one of its key elements for his transition to a market economy. The Czech Republic's stable political and economic environment, its low cost structure nearby the EU and its well-qualified labor force make it an attractive destination for foreign investment. According to a 2001 OECD study, the percentage of students graduating in scientific and technical fields is one of the highest in the world. The Czech Republic was in history and of course still is well known for their engineering excellence.

The Czech government is rapidly harmonizing its laws and regulations with those of the European Union in preparation for accession, which takes place in May 2004. Since the European Union is the most important external market for Czech-based manufacturers, the accession to the EU in May 2004 will provide these companies with the possibility to serve the world's most populated consumer market without any barriers. The Czech government offers attractive incentives for foreign direct investment (FDI), e.g.,:

“Greenfield” projects, tax relief on corporate taxes for 10 years, job-creation grants, re-training grants

The Czech Republic became the most popular country in Central and Eastern Europe for FDI. FDI Since 1990 totalled almost USD \$36 billion.

Legal Investment Forms

Foreign investors can, as individuals or business entities, establish sole proprietorships, joint ventures, and branch offices in the Czech Republic. Furthermore the government recognizes joint-stock companies, limited liability companies, general commercial partnerships, limited commercial partnerships, partnerships limited by shares, and associations. The government imposes a Czech language requirement for issuance of the trade licenses needed for most forms of business therefore a Czech partner can be helpful to fulfil this requirement.

National Treatment

Legally, foreign and domestic investors are treated identically. Both are subject to the same tax codes and laws. The government does not differentiate between foreign investors from different countries, and does not screen foreign investment projects other than in the banking, insurance and defense sectors. Upon accession to the OECD, the Czech government agreed to meet (with a small number of exceptions) the OECD standards for equal treatment of foreign and domestic investors and limitations on special investment incentives.

Investment opportunities in the Republic of Poland

Poland is the leader among Central European nations in attracting foreign investors – ahead of the Czech Republic, Russia, Hungary and Slovakia. Since 1990, Poland has attracted USD \$57 billion of FDI. According to statistics from PAIZ, as of the end of 2001, France was the largest investor in Poland, with a total of USD \$10.2 billion. In second place was the U.S. with USD \$7.8 billion and in third place was Germany with USD \$7.1 billion. The sectors who experienced output gains in the last time were metal products (up 9.3%), radio, TV and telecommunications equipment (up 8%), rubber products (up 6%) and medical and scientific equipment (posting an increase of over 5%). Poland's services sector grew by almost four percent. Since 1989, successive Polish governments have sought to attract and maintain foreign investment. In 2002, the Polish government presented a package of draft laws called "Enterprise First" with the aim of improving the conditions for establishing and running businesses in Poland for both foreign and domestic investors. This package includes proposals to simplify taxes, reducing labor costs and making the labor more flexible. Right the government is looking for regulations that would attract more FDI in the form of "Greenfield" investments.

Legal Investment Forms

Foreign investors can establish joint-stock companies, limited liability companies, limited joint-stock partnerships, professional partnerships, registered partnerships, and limited partnerships. All of these are available to a foreign investor, provided he has the right of permanent residence in Poland and originates from a country applying the reciprocity rule for Polish enterprises. If the above conditions are not met, the investor may establish only a limited partnership, limited liability company, or a joint-stock company. Such investors are not subject to further limitations on the form of economic activity they chose to undertake.

National Treatment

Poland is becoming a member of the EU in May 2004. Poland has a legal regime that protects property rights and investment, allows private business activity in almost every sector of the economy, provides generally equal treatment for domestic and foreign companies, and permits the repatriation abroad of profits and capital. Poland's 1997 Constitution protects the rights of private ownership and succession and states that expropriation is allowed solely for public purposes and only with just compensation. Foreign firms do face potential discrimination in public procurement contracts.

Important Sectors in the Polish Market

Apparel

With almost 40 million of people Poland offers a promising market for apparel. The apparel market in Poland was worth USD \$719 million in 2002. Apparel imports to Poland were valued at USD \$380 million, a 30% increase from 2001. The largest suppliers were China, Italy, Turkey, Germany, France, and Hungary. In 2002, U.S. direct exports of apparel to Poland were estimated at USD \$1.5 million. The real share of American apparel on the Polish market is substantially higher since statistics are compiled by country of origin. Denim products are the most popular American apparel in Poland. Such brands as Levis Strauss, Lee, Wrangler, Calvin Klein, Tommy Hillfiger enjoy great demand. There is substantial interest in Californian lifestyle clothing and products that is emerging.

Cosmetics

In 2002, cosmetics imports to Poland were valued at USD \$318 million, a 4% increase from 2001. The total value of local production of cosmetics was USD \$472 million and grew by 5% over 2001. In 2002, U.S. exports of cosmetics to Poland were estimated at USD \$11 million. Due to Poland's 1992 Association agreement with the European Union (EU) and the Central European Free Trade Agreement (CEFTA), cosmetics from EU and CEFTA countries are not subject to customs duties. Up to now American cosmetics are currently assessed a duty rate of 7.5% - 20%, but after EU accession in May this year, it is expected that these tariffs rates will fall to almost zero, significantly increasing the opportunities for U.S. produced cosmetics.

Information Technology

The Polish IT industry is booming sector, since the country is quickly modernizing its technology. Polish companies develop approximately 60% of software sold on the market; U.S. companies hold over 25% of the total software segment. The financial, telecommunications and industrial segments of the economy remain the primary purchasers of software. The Software sales for large enterprises still are not meeting expectations, but small and medium-sized companies are substantially increasing information technology investments. The faster growth in computer software sales is expected thanks to the growth of computer networking and the need for more database management systems sparked in part by the ongoing privatization process that has improved the competitiveness of Polish companies. There are good opportunities for special software in networking and tools, especially security software. In the next few years Computer services are expected to grow. To fulfill its EU obligations, Poland has to development several IT projects as tools to support the public administration programs and establish the Information Society in Poland.

Best prospects for computer services include computer educational training, consulting, hardware maintenance and services, and data processing.

Alcohol

Poland is one of the largest producers of quality vodka. Since it is the native land of Vodka many quality brands exist, especially after the breakup of the Polish alcohol monopoly (POLMOS). Chopin & Belvedere vodka entered already the u.s. market with lots of success, and many other mid to large-sized Polish vodka producers are primed for export to the U.S.

Health Care Services

The health care services market in Poland offers opportunities for U.S. companies. Since the beginning of 1999, Poland has been adapting to a new healthcare system in which the functions of payer, provider and administrator have been separated. The aim of the new system is to provide equitable healthcare services based on a system of universal health insurance. By delegating power from central to local control, healthcare is now the responsibility of sixteen regional Sick Funds and an additional branch for uniformed military personnel. Each Sick Fund purchases the healthcare services needed for its members (the residents of that region or, in the case of the Branch Sick Fund, uniformed employees of the relevant institutions) from licensed providers. The new system is expected to create a solid foundation for the development of private healthcare services.

The health system in Poland consists of public hospitals and outpatient clinics that provide free services, and a small but growing private sector. In 2000, there were 715 general hospitals operating in Poland with almost 200000 available beds. About 5.5 million Poles were hospitalized in 2000. The average hospital stay was nine days. The most common causes of death in Poland are cardiovascular disease, cancer, injuries and accidents. Contagious diseases, especially tuberculosis and hepatitis, are still an important concern. About 24% (9.5 million) of the population is retired, and another 11.5% (4.5 million) are considered handicapped. These groups are the biggest consumers of health care services in Poland.

Construction

The situation in the building industry is optimistic. The number of new apartments and condominiums built in 2004 will be greater than in 2003. New legislation providing for easier access to mortgage loans is expected to increase the number of condominiums and houses built. The new projects in road building and also investments in commercial buildings have positive effect on the overall situation in this industry. American companies constitute strong competition in the Polish market for traditional suppliers from Germany, Italy and Belgium. The domestic construction industry is also very competitive. **Imported construction materials and equipment, particularly from the U.S., are preferred by Polish buyers.** The total market size of the sector is over \$10 billion USD and imports are expected this year to increase by almost 3 percent – even given the current slow-down in the sector. When Poland adopts the EU's external tariff rate next year, U.S. products will also become cheaper in Poland. Since U.S. products have a good reputation in Poland, there are promising opportunities for U.S. firms to increase their market share. In the Water/Wastewater treatment equipment sector, Poland will have to spend more money on the improvement, expansion, and replacement of its sewer and wastewater treatment facilities than all other environmental areas combined.

Toys and Games

With 12 million of households with almost 8 million children below 14 years of age, Poland is considered a promising market for toys and games. The total market for Polish toys and games reached USD \$153 million in 2000 and is expected to continue at the same level during the next three years. The market demand exceeds the domestic production and Poles even prefer to buy imported toys. This offers great opportunities for foreign producers. The largest share of 2,000 Polish toy imports were mechanized military toys, every kind of construction toys and dolls, doll accessories and toys representing animals. Like in every country there is growing demand for toys and games with electronic applications.

Travel and Tourism services

Poland is widely recognized as an important destination on the global tourist market. It ranks 13th in the world in regard to the number of visitors. The last decade (1990-200) witnessed a fivefold growth in national outbound tourism. Just in 2002, the number of new Hotels increased by 11% where the largest growth was seen in new four-star hotels. This means the demand for US food products increases with the number of tourist who travels to Poland.

School and Office Supplies

The import market for school and office supplies is expected to grow by 2-5% annually over the next few years. Currently, EU countries supply 72% of total imports. The largest suppliers were Germany, Italy, France, Italy, UK, Belgium, and Austria.

Import of school and office supplies from the United States constituted a small portion of imports to Poland because of high import tariffs. However, **import tariffs will decrease from levels of 9-12 % to 0.6-2.7 %** upon Poland's accession to the EU in May 2004.

Among school and office supply products, the best sale and import potential over the next three years will be for desk accessories, organizers and planners, filing supplies and accessories, and plastic school supplies. There will be a growing demand for advanced and modern designed products.

Important Sectors in the Czech Market

Manufacturing

Manufacturing machinery and transport equipment is still by far the largest U.S. import item into the Czech Republic. More than 1,200 subsidiaries of foreign manufacturing companies are already located in the Czech Republic and the manufacturing machinery market continues to expand due to new greenfield projects, acquisitions, and the re-investment of established investors. In suffering expertise to develop many high-tech products many newly formed Czech companies form joint ventures with foreign companies, these companies participate in the assembly of the product. The assembly of Computer or Computer parts is a growing and prosperous sector in the Czech Republic.

California Wine

Almost half of the wine consumed in the Czech Republic is imported and total wine consumption has grown by over 15 percent since 1989. A further increase in consumption and a consumer migration to higher quality wines are expected in the coming years. Total wine imports were \$35 million in 2001. New world wines have taken the market by storm but U.S. suppliers have not benefited proportionally. There is absolutely a high demand for California wine like in all European countries.

Environmental Technologies

According to the Czech Ministry of the Environment, \$700 million is to be allocated for the implementation of the Integrated Prevention & Pollution Control (IPPC) system by the year 2007. 1000 enterprises or more will still have to obtain the Integrated Operating Permit. These facts offer great opportunities for U.S. producers or exporters of pollution control technologies. Further potential for U.S. exports will arise from the Czech Republic's participation in the Kyoto Accord which aim is to reduce green house gas emissions (GHG) to 8% by the end of 2012. Today, the Czech Republic is producing 25% GHG less than in 1990 but as a matter of fact there are a lot investments to be made to match the Kyoto Accord emission rate.

Medical Equipment

The Czech medical devices market reached USD \$450 million in 2002 in which over 65% of all medical devices used are imported especially sterilizing equipment, dental X-ray equipment, health beds, surgical and dental instruments, bone implants, infusion and transfusion sets, catheters, cobalt irradiators, and X-ray simulators. Syringes, needles, catheters, electrical diagnostic equipment, x-ray equipment, irradiators, replacements, and orthopaedic aids account for most of the imports into the Czech Republic in which U.S. companies already have 17% share. Subject of great sales opportunities are : computer processed visual systems, laser equipment, implants, medicine infusion pumps, x-ray and mammograph systems, balneotherapy equipment, and endoscopes and laparoscopes. To meet international regulations a higher demand of x-ray equipment is expected because there is a lot of equipment to be replaced.

Architecture, Construction and Engineering

Due to the August 2002 floods that devastated a substantial part of the Czech Republic, the ACE sector will continue to grow in 2003 and in consecutive years. Best prospects include projects involved in highway, road and bridge construction, sewage treatment plant rehabilitation, and waste water system reconstruction. Other excellent opportunities lie with commercial and storage building construction, construction of houses for senior citizens, and industrial park development.

Sporting Goods / Recreational equipment

The Czech Republic has a long tradition of sporting and the sporting goods market is growing every year. The most popular sports are ice hockey, soccer, tennis, cross-country and downhill skiing, shooting, and scuba diving. With a high density of gyms, the Czech market offers great opportunities for gym equipment producer / exporter. In the Czech Republic you will find several retail stores for sporting goods and equipment in which U.S. brands are very common and are preferred because of their variety and prices though Czech's expect products of good quality.

Food

Due to unfavorable growing conditions, the Czech Republic produces very little soybean meal and must import it. Most meal imports come from Germany or the Netherlands but there is a long term potential for U.S. companies to export to the Czech Republic as there will soon be a ban on the use of meat bone meal in feeding mixtures. Nowadays almonds are mostly imported from California. The demand for almonds is constant, the need for cheaper substitutes will be equalized by the growing income expected with the accession to the EU.

Rice imports have grown steadily over the past few years, and will most likely continue to strengthen in the future due to rising incomes. Per capita consumption of rice in the Czech Republic has been growing the last several years and is expected to go up this year. Czech companies import bulk quantities and pack rice, including a bigger variety of rice products packed domestically (wild rice, rice mixes etc.). Major suppliers of rice are India, Vietnam, Thailand, U.S. and Egypt.

Travel and Tourism Services

Tourism contributes 11 percent (\$4 billion) to the country's GDP and accounts for more than 10 percent of total employment in the country and is therefore the second most prosperous industry in the country. The "Golden City" Prague accounts for 75 percent of all total foreign tourists in the Czech Republic. For Prague future prospects are strong in middle-range hotels, where the market is far from saturated. Best prospects for U.S. companies and developers are every issues concerning tourism. The good opportunity for U.S. hotel construction companies or furniture companies must be mentioned here.

Education/Training Services

Czech students are very enthusiastic about studying in the United States as well as in local U.S. sponsored education programs but the low Czech wage must be considered.

The education market is made up of two distinct parts: student exchange programs and locally based programs. U.S. schools looking to promote student exchange programs should visit the Czech Republic to figure out the "market".

Appendix III

COUNTRIES FOR 2004

Global Strategies focuses on new, emerging markets deemed as having underutilized potential. Global Strategies are the experts of the future



**Czech
Republic**



Poland



Lithuania



Russia



Vietnam



Panama



Hungary



Uganda



Cuba



India



Sri Lanka



China



Chile

SERVICES

Global Strategies will help with recognition of real export contracts, assist in financing, and international due diligence.

Trading Network: Our clients enjoy access to a vast network of companies, traders, & consultants representing the large spectrum of products produced in California. Opportunities often arise among our vast client database and it is worth it for your government to have direct access to these opportunities as they arise.

New Market Access: Global Strategies specializes in markets which possess great potential benefits for U.S. companies but are currently untapped, unsaturated, and underutilized. Global Strategies works with intergovernmental officials and agencies in order to provide the following:

Country Research and Analysis: Global Strategies works directly with foreign governments in order to provide the most up-to-date information regarding market demand and potential, as well as country specifics and protocol. In addition, Global Strategies works closely with the U.S. Department of Commerce and we employ our own legal team in order to be assured that all transactions are completely in line with both domestic and foreign rules and regulations. Global Strategies also provides foreign countries with information regarding the U.S. market, specifically focusing on California. Information is the key to making the correct strategic business decisions and with Global Strategies your country will be able to make the *right* decisions.

High Level Key Contacts: Global Strategies works both domestically and internationally to provide our clients with top-level, quality contacts. Global Strategies works with foreign government consulates and trade offices, as well as country-specific associations and organizations to build contacts to assist with any issue that may arise.

Market & Company Matching: Global Strategies has created and implements a system of company-to-country matching in order to ensure maximum efficiency for Global Strategies clients as well as the host country. Our vast database can easily be accessed with both country and company specific information.

Business Development: Global Strategies consultants have both the expertise and experience to help your company expand through increasing output via foreign markets. Our main concept is to assist small to medium-sized companies increase company size by procuring new foreign markets that are not yet saturated by other competitors

A to Z: From exploring distant foreign lands for new opportunities, building the foreign counterparts ground team, identifying real new opportunities that are profitable, negotiating contracts, shipping by air or sea, obtaining financing and even assuring payment. Global Strategies is truly an A to Z trading company, your best partner in international trade.

PROTOCOL

California companies want and need to find new export markets to grow their business and expand to earn more profit and create more jobs. California public entities such as chambers of commerce, ports, economic development corporation's, political elements, federal and state departments of commerce all want to see increased trade. A Private/Public Partnership as created by Global Strategies model accomplishes all of those mutual goals by having highly experienced international trade experts drive the trade mission model towards only one objective: CONTRACTS.

By identifying the most promising emerging markets such as East Europe, Asia, and other niche markets that are in an upward annual growth curve (both Asia and East Europe expected to grow approximately 6-8% for the next several years) by their very specific sectors and companies, and then pre-qualifying the potential trade partners, the learning curve on the new markets is complete.

To create a more efficient service to our international and California clients we begin pre-matching months in advance of the mission with Global Strategies members traveling to their selected foreign country to introduce or pre-negotiate trade contracts, joint ventures, infrastructure projects as well as set up all aspects of the anticipated trade mission. WTCA/GS accompany outgoing trade missions with clients, materials, samples and assist in a trade show contract-negotiating environment to accomplish deals. Global Strategies also coordinates the attendance of political attendees and press conferences during our trade missions in order to bolster support for our clients.

TRADE MISSIONS

The main key to Global Strategies success is our unique trade missions which offer firms a way to access new markets at a relatively low investment in both time and money. Our trade missions are not exploratory, our goal is to set the perfect stage for our clients in order to acquire contracts and create lasting relationships between domestic and foreign firms. The trade missions are also a great way for the international government and buyers to see face to face the Californian products that they have heard so much about. While trade missions differ from country to country, a typical trade mission includes the following:

- Market Research & Analysis
- Company to Company Matching
- Consult to Country Culture & Protocol
- Introduction for Host Country: Company Profile & Product Overview
- Pre-Trip Preparation: Feedback from Host Country
- Pre-Trip Planning
- Round-Trip Air, Visas, Hotel, Breakfast, Dinner, Nightly Entertainment
- Business Conferences, Meetings, Presentations, Tours, & Seminars: Arrangements & Facilities costs included
- Full Access to Top Level Foreign Contacts
- Press Conferences & Political Support when Applicable
- Assistance with Contract Negotiations and Follow-Through: Shipping, Payment, Financing, Terms & Conditions

OUR TEAM **In Partnership with You**

GS Key Personnel:

Gregory A. Estevane, J.D.; President & Founder; greg@gshi.com

George B. Hinman, Esq.; CEO & Founder

Mark Lee, Esq., MBA; Chief Legal Counsel; mark@gshi.com

Michelle S. Butler, M.A.; Vice President

Annie Kim; Director of Strategic Alliances

Board of Advisors:

Barry Sedlik, M.A.

Professor Erik Luna, Esq.

Lee Harrington, J.D.

Former Attorney General of the Republic of Cuba

Dionisio Arranz, Founding Member of the Ministry of Foreign Trade Republic of Cuba

George B. Hinman, Esq., Founding Member

Dan Stanford, Esq.

Pedro Postigo, M.D.

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